

Message Text

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PAGE 01 HONG K 04519 220914Z
ACTION EA-09

INFO OCT-01 EUR-12 ISO-00 FEA-01 AGRE-00 CEA-01
CIAE-00 COME-00 DODE-00 EB-08 FRB-03 H-01 INR-07
INT-05 L-03 LAB-04 NSAE-00 NSC-05 PA-01 AID-05
SS-15 STR-04 ITC-01 TRSE-00 USIA-06 PRS-01 SP-02
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-----222230Z 062236 /75

R 220809Z APR 77
FM AMCONSUL HONG KONG
TO SECSTATE WASHDC 4595
INFO AMEMBASSY BANGKOK
AMEMBASSY OSLO
AMEMBASSY PARIS

C O N F I D E N T I A L HONG KONG 4519

EO 11652: XGDS-2
TAGS: PFOR, EEWT, ETRD, ENRG, FR, NO, VN
SUBJECT: VIETNAMESE TRADE - THE FRENCH COMMUNIST CONNECTION

1. HONG KONG BUSINESSMAN WITH EXTENSIVE VIETNAMESE
AND FRENCH CONTACTS DISCUSSED WITH CONGENOFF HIS RECENT
MEETING WITH A FRENCH BUSINESSMAN REPRESENTING COMMERCIAL
INTERESTS OF THE FRENCH COMMUNIST PARTY (PCF). ACCORDING
TO LOCAL BUSINESSMAN THE PCF REP PROVIDED THE FOLLOWING
SPECIFIC COMMENTS ON VIETNAMESE-FRENCH TRADE.

2. FRENCH COMMERCIAL ORGANIZATIONS CONTROLLED BY THE
PCF HAVE GAINED CONTROL OF SIGNIFICANT PORTIONS OF
VIETNAMESE-FRENCH TRADE. FERTILIZER, CEMENT, SUGAR
AND HANDICRAFTS WERE NOTED PARTICULARLY AS AREAS UNDER
THEIR FIRM CONTROL. A REPRESENTATIVE OF PCF COMMERCIAL
ORGANIZATIONS IS ASSIGNED TO DEAL WITH VIETNAM. HE TRAVELS
FREQUENTLY TO HANOI AND SAIGON (WHERE HE HAS A
ROOM AT THE MAJESTIC HOTEL) AND POSSESSES A SIX-
MONTH MULTI-ENTRY VISA FOR VIETNAM.

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3. RENAULT IS CONSIDERING MAKING A MAJOR INVESTMENT
IN VIETNAM BUT HAS OBJECTED TO CERTAIN ASPECTS OF
THE VIETNAMESE FOREIGN INVESTMENT CODE. THE CPF REP,
WHO CLAIMS TO HAVE ACTED AS A MIDDLE MAN BETWEEN
RENAULT AND THE SRV, INDICATED THAT THE SRV WAS
VERY ANXIOUS TO HAVE THE RENAULT INVESTMENT AND HAD

THEREFORE DELAYED THE FINALIZING OF THE INVESTMENT
CODE AS A RESULT OF RENAULT'S OBJECTIONS.

4. AN AGREEMENT HAS BEEN REACHED BETWEEN THE SRV
AND NORWAY OVER OIL EXPLORATION WITH THE NORWEGIAN
GOVERNMENT MAKING UP THE DIFFERENCE BETWEEN THE FINANCIAL
REQUIREMENTS OF THE SRV AND PRIVATE NORWEGIAN OIL
INTERESTS.

5. FRENCH CONGENOFF COMMENTING ON ABOVE INFORMATION
CHARACTERIZED THE CPF ROLE IN VIETNAMESE TRADE AS
PLAUSIBLE AND MENTIONED FRENCH BUSINESSMAN DOUMENG
AS A PERSON VERY LIKELY TO BE PLAYING AN IMPORTANT
PART IN THESE EFFORTS. FRENCH CONGEN HAD NO
INFORMATION ON POSSIBLE RENAULT INVESTMENT IN
VIETNAM.
CROSS

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